

Message Text

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ORIGIN OPIC-12

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DRAFTED BY: OPIC/F:GWILLIAMS

APPROVED BY: EB/IFD/OIA:KENNEDY

EB/IFD/OIA:WHCOURTNEY

OPIC/PA:TSEDLAR

OPIC/ID:EWRIGHT

ARA/LA/CAR:WPKELLY

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FM SECSTATE WASHDC

TO AMEMBASSY KINGSTON

UNCLAS STATE 239335

EO 11652: NA

TAGS: E/GEN

SUBJ: AGRIBUSINESS

1. OVER PAST 18 MONTHS OPIC HAS WORKED WITH SELECTED LDC GOVERNMENTS TO IDENTIFY PROJECTS FOR WHICH THEY SEEK FOREIGN PRIVATE INVESTMENT, TO MAKE NECESSARY PROJECT APPRAISALS AND BRING THEM TO ATTENTION OF RIGHT EXECUTIVES IN POTENTIAL CORPORATE INVESTORS. THE FOCUS HAS CENTERED ON AGRIBUSINESS (PRODUCTION, PROCESSING AND MARKETING), AND IN THIS OPIC HAS BEEN WORKING WITH NON-PROFIT US AGRICULTURAL COUNCIL.

2. OPIC AND COUNCIL HAVE MET WITH AMBASSADOR FLETCHER TO DISCUSS WHETHER GOJ WOULD HAVE AN INTEREST IN SOME FORM OF COLLABORATION LEADING TO FOCUS ON JOINT VENTURE INVESTMENT PROJECTS WHICH, IF IMPLEMENTED, WOULD BENEFIT AGRICULTURAL AND RURAL SECTORS OF ECONOMY. BESIDES JAMAICA INVESTMENT BROCHURE OPIC IS PLANNING, PROGRAM MIGHT INCLUDE AN QUOTE UNCLASSIFIED

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AGRIBUSINESS FORUM UNQUOTE IN NEW YORK TO BRING KEY JAMAICAN

MINISTERS TOGETHER WITH SENIOR EXECUTIVES OF US AGRIBUSINESS FIRMS FOR PURPOSE OF MUTUAL EXPOSITION AND FRANK DISCUSSION, ONE OR MORE QUOTE AGRIBUSINESS INVESTMENT MISSIONS UNQUOTE UNDER WHICH SENIOR EXECUTIVES OF FIVE OR SIX US FIRMS TOGETHER VISIT JAMAICA TO INVESTIGATE, PRELIMINARILY, POTENTIAL FOR AS MANY PRESELECTED PROJECTS. THE MISSION WOULD BE FOLLOWED BY INDIVIDUAL FEASIBILITY STUDIES, CONDUCTED BY RESPECTIVE FIRMS, OF PROMISING PROJECTS, IF ANY.

3. COST OF INVESTMENT MISSION NEED NOT BE HIGH. IT MUST BE CAREFULLY PLANNED AND PROFESSIONALLY EXECUTED, HOWEVER. FOR THIS, AND FOR NECESSARY FOLLOW THROUGH IN GOJ, GOVERNMENT MUST BE FULLY COMMITTED TO MAKING IT SUCCESS.

4. OPIC VP THOMAS SEDLAR WILL PROVIDE MORE BACKGROUND AND DETAIL IN HIS FORTHCOMING VISIT TO KINGSTON. YOUR COMMENTS ARE EARNESTLY SOLICITED.

5. FLETCHER SAYS HE LIKES IDEA VERY MUCH, AND WE HAVE AGREED THAT FIRST STEP WOULD BE AN OPIC-COUNCIL REVIEW OF GOJ'S GREEN PAPER ON AGRICULTURE SECTOR, WHICH HE EXPECTS TO SUPPLY NEXT WEEK. KISSINGER

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